View of Part of Block in Nursery, Showing Catalpa Speciosa Seedlings, 3 Weeks From Seed.

# PLANT
# CATALPA SPECIOSA TREES
# FOR PROFIT

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D. HILL, EVERGREEN SPECIALIST
DUNDEE, ILLINOIS

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## PROFIT—PROFIT—PROFIT

WYOMING, IOWA, SEPT. 18, 1909.

D. HILL, Dundee, Ill.

DEAR SIR:—

I am sending you a photo of my Catalpa trees. There are 1,000 of them. They were set out in 1904. I cultivated them two years, then pastured them with sheep. 95 per cent of the trees lived. Some of them are now five inches in diameter. I am very well pleased with them. Please give me prices on one year old trees in 5,000 and 10,000 lots.

(Signed) T. J. BALDWIN.

The above letter explains the illustration. Mr. Baldwin's success is not exceptional. Any one can do the same thing. In every part of the United States are large areas of land which are producing nothing. In the middle west wind-brakes and small woodlots are needed to protect buildings and crops and to furnish posts and wood for repairs about the farm.

During the past fifteen years the Catalpa Speciosa has come rapidly to the front on account of its immense value along commercial lines. The three features which make this tree popular and deservedly so, are, hardiness, rapidity of growth and sterling quality of wood.

## AS AN INVESTMENT

Catalpa Speciosa, hardy Western Catalpa, is the only variety of value for forest planting. It is the only specie which grows into straight trees, and the fence posts, railroad ties, telegraph poles from this tree are much more durable and therefore sell for a much higher price than any other variety. I know of no investment you could make that would pay as well as a few acres of fairly good land planted to Catalpa Speciosa. About twelve years ago a gentleman planted about five hundred acres of Catalpa trees on a farm near Hutchinson, Kansas. This has proved an excellent investment. He has sold almost thirty thousand dollars' worth of fence posts from the thinnings alone, and has approximately that amount yet for sale, that will double in value in a few years and yet the Forest will remain permanent. Suckers will grow from the stumps where the tree is cut. The straightest should be left to grow. This will make a fence post in four or five years, for it now has a large root from which to draw its strength. Thus treated, a Catalpa Grove becomes a permanent Forest.

## RAILROAD COMPANIES

To meet the great demand for posts, poles and ties and to save hundreds of thousands of dollars, the Railroad Companies are planting millions of Catalpa, Black Locust, Red Oak, Ash, Larch and other trees along their right of ways, and on large tracts of land bought for that purpose. It is no experiment, but a paying proposition.

## STATISTICS

To show the enormous demand for fence posts, railway ties and telegraph poles, the following statistics will show how wide a market there is for this material at all times. (From U. S. Forest Service.) The statistics available indicate a cut of about 20,000,000 Cedar posts in the Lake States in 1908, and of course many million were cut elsewhere. The Telegraph, Telephone and Electric Light Companies report the purchase of 4,000,000 round poles exceeding 20 feet in length, in the year 1908. The Railroads of the United States use each year over 100,000,000 cross ties. There is no danger of glutting the market with telephone poles, fence posts and railroad ties.

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*D. Hill, Dundee, Illinois:* *May 27*, 1909.

*The catalpa seedlings ordered from you arrived safely and are growing nicely. I like your stock and expect to order more in the future.*

*Very truly yours,*

*Mrs. W. C. Daland, Milton, Wisconsin.*

## PLANTING TABLES, ETC.

Catalpa Speciosa if planted on reasonable soil and well tended while small, will grow nearly one inch in thickness each year of their growth. At six to eight years of age they will average to make two good fence posts to each tree; at fifteen they will make light telephone poles. On fairly good soil from five by five feet or seven by seven feet of one thousand to two thousand trees to the acre is about the proper distance apart to set them. When they are large enough to make two posts to the tree, thin out one-half the trees.

A progressive Ohio farmer when asked why he had planted fifty acres to Catalpa said: "Why did I do it? Because I know it will pay me —pay me much more than ordinary farming."

Number required to the acre planted at the different distances:

| | |
|---|---|
| 3 x 3 feet | 4840 |
| 4 x 4 feet | 2723 |
| 5 x 5 feet | 1742 |
| 6 x 6 feet | 1210 |
| 7 x 7 feet | 889 |

Although different authorities disagree as to the distance apart, 6 x 6 ft. is acknowledged to be the most practical, as it allows each tree to develop perfectly and form straight, strong trunks.

## WHY THE FARMER SHOULD PLANT TREES FOR PROFIT

The importance of establishing woodlots or shelterbelts on farms that lack them is no less obvious than the necessity of raising staple crops. The provident farmer cannot afford to buy firewood, fence posts, or building timber any more than he can afford to buy corn and wheat. A part, if not all, of the wood-material used on the farm can and should be grown there.

Tree planting for profit is just as much a matter of interest to the farmer who wishes to plant a wind-break or a grove as it is to the large paper mill concern or railroad, which wishes to reforest hundreds of acres of land. Happy will be the farmer who decides to set aside a small portion of his land for tree-planting. He not only adds riches to his farm, but he confers a blessing upon every human being that lives near any stream which flows through his farm or has its source on his ground. Solid is the foundation that the farmer builds who looks years ahead and provides for himself and children ample woodlands for timber and other wood supplies. Take for instance, the one single item of fence posts. Like many other farming states, Iowa has a lack of fence post material and it is estimated in that State alone the farmers spend $1,250,000 for fence posts annually.

A properly managed forest plantation will produce, when the trees have reached post size, 3,500 posts three to five inches in diameter per acre.

Progressive farmers all over the country are meeting this question fairly and squarely by setting aside an acre or two to plant for timber purposes.

# WHY PLANT THE CATALPA

**An Epitome of Forty Reasons**

1. By 1920 American forests will be exterminated.
2. The only valuable tree which will mature in time.
3. Is antiseptic; requiring no chemical treatment.
4. It grows in almost any soil.
5. Is easily propagated and managed.
6. Demands no professional manipulation.
7. Most durable wood known.
8. Valuable for cross-ties; have endured for half a century.
9. Nothing better for telegraph poles.
10. Miles of living trees used for telegraph lines.
11. Makes magnificent veneers.
12. Superior to oak for furniture.
13. Lighter than pine.
14. Stronger than oak.
15. Tougher than hickory.
16. Freedom from warping.
17. Neither shrinks nor swells.
18. Makes best wood pulp and book paper.
19. Immense yield per acre.
20. Excels for building material.
21. Equals walnut for carving.
22. Makes good fence posts.
23. For mine timbers not surpassed.
24. Ideal wood for shingles.
25. Every quality for interior house finishing.
26. Good plow beams and handles.
27. Used during centuries for boat building by Indians.
28. Suitable for all car construction.
29. Once planted becomes a perpetual forest.
30. Qualities of ash for agricultural implements.
31. Blocks are used for wood engraving.
32. Strong and durable piling timber.
33. Will produce cross-ties at 20 cents each.
34. Less insect enemies than other trees.
35. Fewer diseases than other trees.
36. Quick growth for wind break.
37. A desirable shade tree.
38. Beautiful flowers for ornament.
39. Roots never clog sewers.
40. Practically all uses for which wood is adapted.

Regarding the number of trees that can be planted by the average person in one day all depends on the kind of soil and condition. Where the ground is prepared as for corn and marked out both ways, one man can set in soil that works well one thousand trees in a day. When a hole has to be dug in hard ground two to five hundred trees would be a good day's work.

How to plant.—Insert a spade in the ground where the tree is to be planted, move it back and forth, then insert tree in opening; withdraw spade, then press the earth down firmly around tree with foot.

# OTHER VALUABLE SEEDLINGS

## BLACK LOCUST

The durability of Black Locust for fence posts is commonly known all over the middle west where they are in great demand and fetch a high price. It is not uncommon to find posts sound after twenty years' use. It is known of one instance where they were found perfectly sound after thirty-nine years' use. When forest planting on poor land is contemplated this species should be considered. Further the tree is an excellent one for hillside planting to prevent washing.

## HARD MAPLE

Hard Maple is pre-eminently a shade and ornamental tree. Its rate of growth is rather slow, but it grows to a large size, develops a splendid head and lives to a great age. The wood of Sugar Maple is used in large quantities for flooring and interior finish and in the manufacture of woodenware, spindles and novelties. It has a very high fuel value and produces high grade charcoal. Altogether it is a very desirable tree.

## RED OAK

The king of Oaks for commercial as well as ornamental purposes. A rapid grower with large foliage. From a commercial standpoint is extremely valuable, as the virgin oak stands are rapidly passing away and the timber commands almost any price. The wood of Red Oak is very hard, coarse grained, strong and moderately durable. Ordinarily it is distinctly better than other species of the Oak group.

## EUROPEAN LARCH

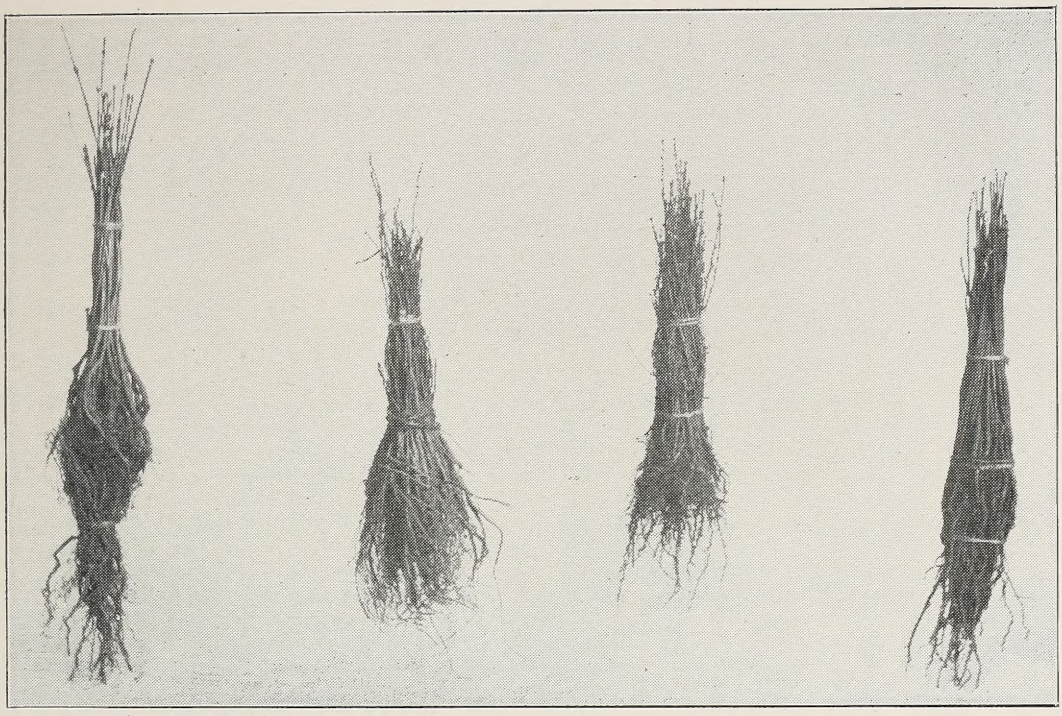
This is an extremely valuable tree. A very rapid grower, much used for planting along fence lines, because it quickly grows up into a living fence- post and lasts a life-time and forms at the same time a valuable wind-break. The best results are obtained however by planting a grove of trees 6 by 6 feet apart each way. An acre of European Larch in from five to eight years will pay for itself many times over and then you have only thinned out the trees here and there. Grows to 75 feet in height.

## BLACK WALNUT

Grows rapidly and is one of the most valuable woods found in America, being used largely for interior finishing. The timber is now very scarce and is worth $100.00 per 1,000 feet for best grade. Logs of unusually fine grain sometimes bring higher price for veneer. The nuts of the walnut are much sought for and find a ready sale.

## WHITE ASH

Very fast grower. The wood is of great economic value. Its most valuable quality is strength, elasticity and these combined with its ability to take a good polish and to season without injury make it a timber of first rank. The White Ash prefer a rich moist soil. A plantation will do best in a protected valley on sandy loam that is light and easy to work.



Maple Black Locust White Ash Catalpa Speciosa

**FOREST TREE SEEDLINGS**

# COMPLETE PRICE LIST

| | | 100 | 1,000 | 10,000 |
|---|---|---|---|---|
| Catalpa Speciosa one year seedlings | 6-12 inch | $ .75 | $ 3.50 | $30.00 |
| " " " " " | 12-18 " | 1.00 | 5.00 | 45.00 |
| " " " " " | 18-24 " | 1.25 | 6.00 | 55.00 |
| " " " " " | 2-3 feet | 1.50 | 7.00 | 65.00 |
| " " " " " | 3-4 " | 2.00 | 10.00 | |
| Black Locust " " " | 6-12 inch | .50 | 2.50 | 20.00 |
| " " " " " | 12-18 " | .75 | 3.50 | 30.00 |
| " " " " " | 18-24 " | 1.00 | 6.00 | 45.00 |
| " " " " " | 2-3 feet | 1.25 | 7.00 | 65.00 |
| " " " " " | 3-4 " | 1.50 | 9.00 | |
| Hard Maple two " " | 6-10 inch | 1.00 | 8.00 | 70.00 |
| Red Oak one " " | 6-12 " | 1.00 | 7.00 | 65.00 |
| European Larch two " " | 6-10 " | 1.25 | 10.00 | 90.00 |
| " " " " " | 10-12 " | 1.50 | 12.00 | |
| Black Walnut one " " | 12-18 " | 1.50 | 10.00 | 90.00 |
| " " " " " | 18-24 " | 1.75 | 12.00 | 110.00 |
| " " " " " | 2-2½ feet | 2.00 | 15.00 | |
| White Ash " " " | 6-12 inch | 1.00 | 6.00 | |

**Catalpa Speciosa Used as Street Tree. Note the Large Diameter.**

To the person intending purchasing Catalpa Speciosa seedlings, the main question which concerns him should not be—What do these trees cost me, but—Are they the genuine hardy Western Catalpa Speciosa? Perhaps it is not generally known that the Catalpa family is composed mainly of three different varieties, the Catalpa Speciosa, Catalpa Kempferii, and Catalpa Bignoides, the latter two being neither hardy nor of any commercial value whatever, and it is a regrettable fact that the greater part of the seedlings sold today under the name of pure Catalpa Speciosa, by either ignorant or careless dealers and growers, are nothing more or less than the inferior spurious varieties or hybrids and from which no profitable returns can ever be ex-expected.

To show the care that is exercised to keep our strain absolutely pure, our seed before planted must pass the closest scrutiny and test of recognized authorities, such as the U. S. Botanist, Washington, D. C., and John P. Brown, Catalpa Expert and Editor of Arboriculture, Connersville, Ind., who must pronounce it to be of the pure strain of Catalpa Speciosa, or we will not accept it from our collectors.

The work of collecting seeds from the pure Catalpa Speciosa is much more laborious and costly than from the low growing inferior varieties, thus pure Catalpa Speciosa seedlings must necessarily fetch a higher price.

## AS AN INVESTMENT PLANT AN ACRE OF CATALPA SPECIOSA.

It pays bigger dividends than ordinary farming the land will pay.